



**U.S. Army Contracting Command**



**Mr. Martin J. Green  
Acting Executive Director  
Army Contracting Command-Warren  
October 27, 2011**



**FY12 Advanced Planning Briefing for Industry**



# Today's Topics

- **Army Contracting Command-Warren (ACC-WRN)**
- **ACC-WRN Business**
- **Small Business and Competition Statistics**
- **FY12 Projections**
- **Doing Business with ACC-WRN**
- **ACC-WRN Perspective**



# ARMY CONTRACTING COMMAND

Warren

## Strategic Plan FY11 – FY14

29 March 2011



**Mission** Provide global contracting support to war-fighters through the full spectrum of military operations

**Vision** A professional workforce providing quality contracting solutions in support of our war-fighters.

### Goal 1 Be the Contracting Service Provider of Choice

**Objective 1** Demonstrate commitment to our customers.

**Objective 2** Achieve outstanding customer satisfaction.

### Goal 2 Deliver Premier Contracting Products & Services

**Objective 1** Improve and sustain the quality of business processes.

**Objective 2** Identify and implement best practices across organizations.

**Objective 3** Meet and exceed existing contracting goals.

### Goal 3 Be the Contracting Employer of Choice

**Objective 1** Offer attractive employment and benefits to qualifying high potential candidates.

**Objective 2** Retain a professional workforce.

**Objective 3** Develop future leaders.

Army Contracting Command – Warren

Business Management Office

Warren, MI 48397-5000

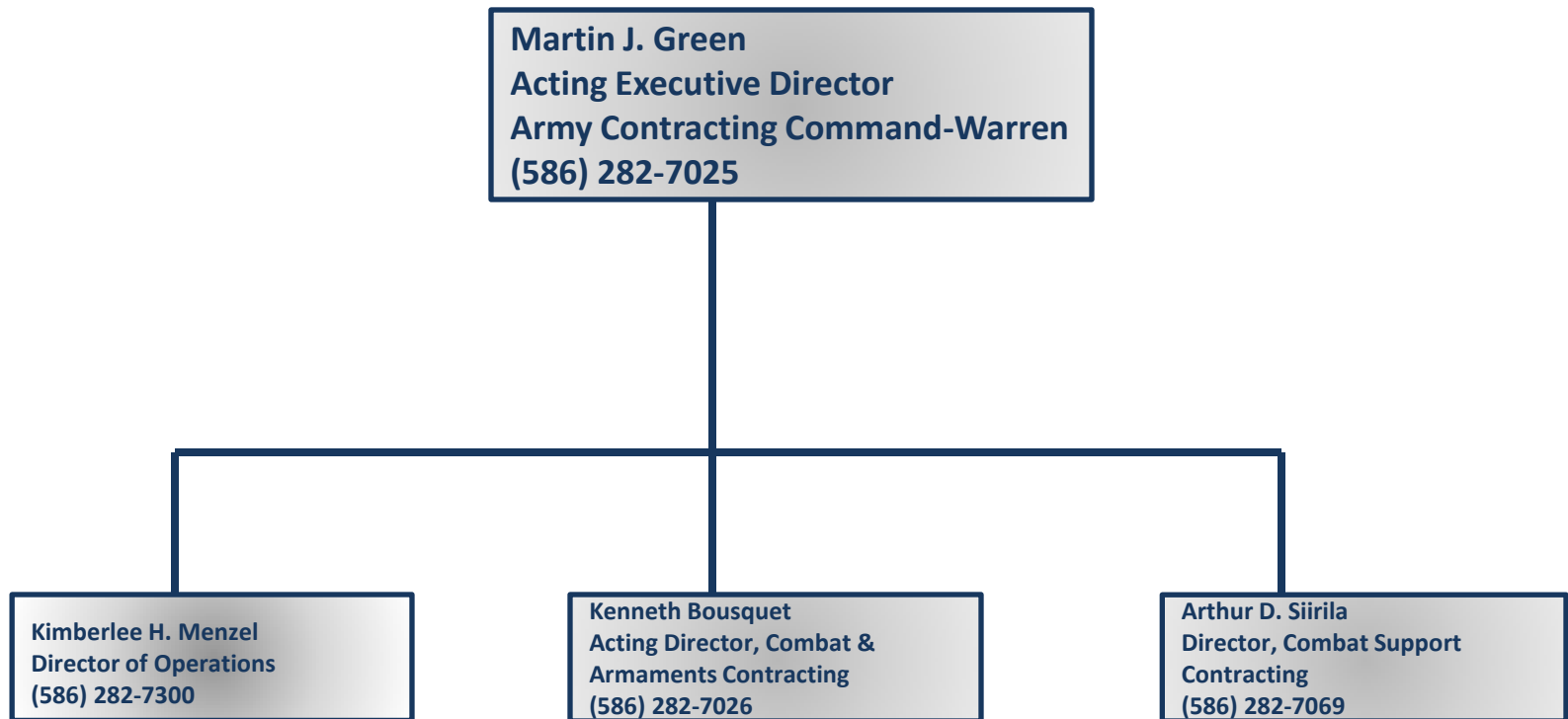
Distribution Statement A. Approved for public release; distribution is unlimited

**Superior Contracting Supporting the War fighter**



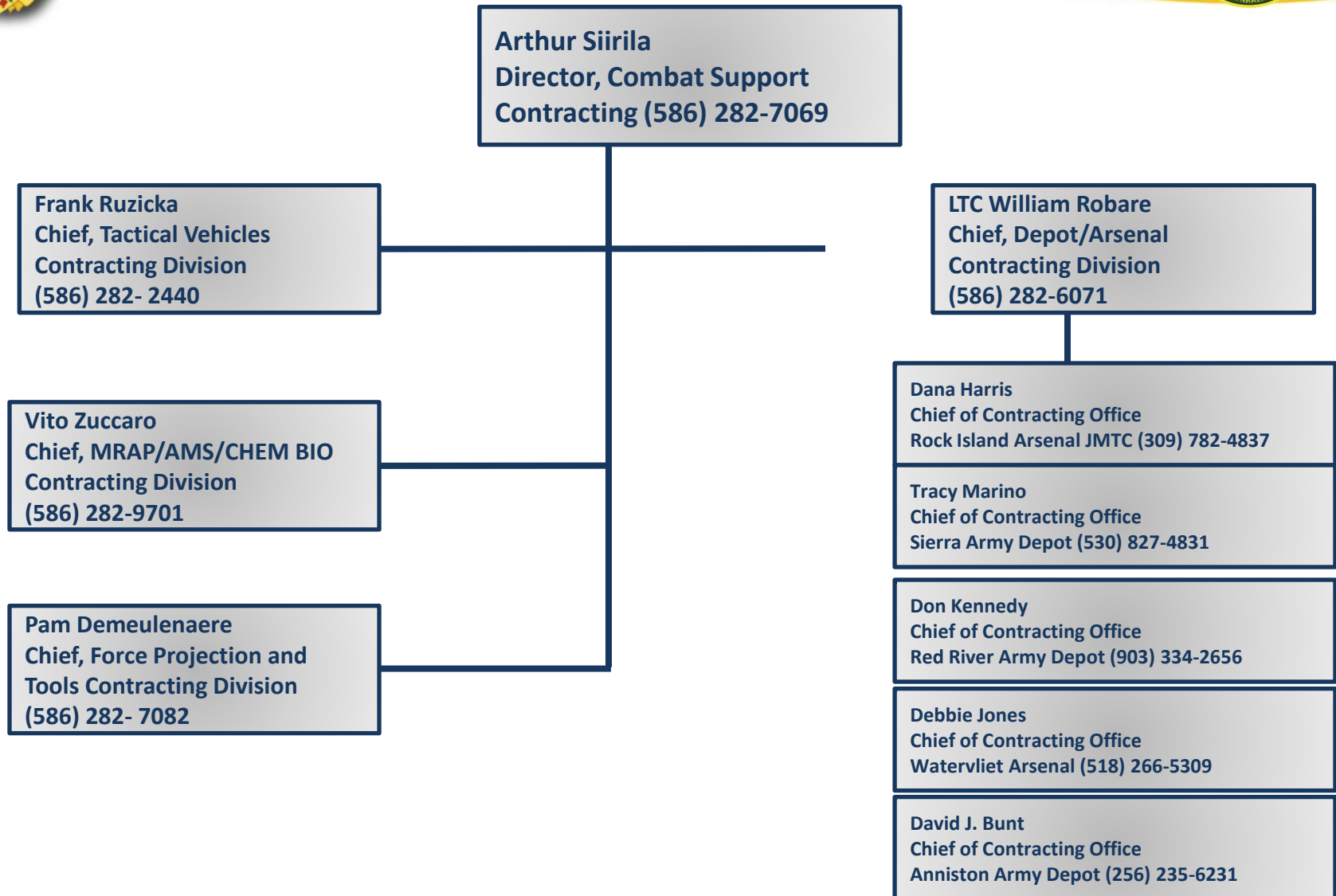


## U.S. Army Contracting Command - Warren



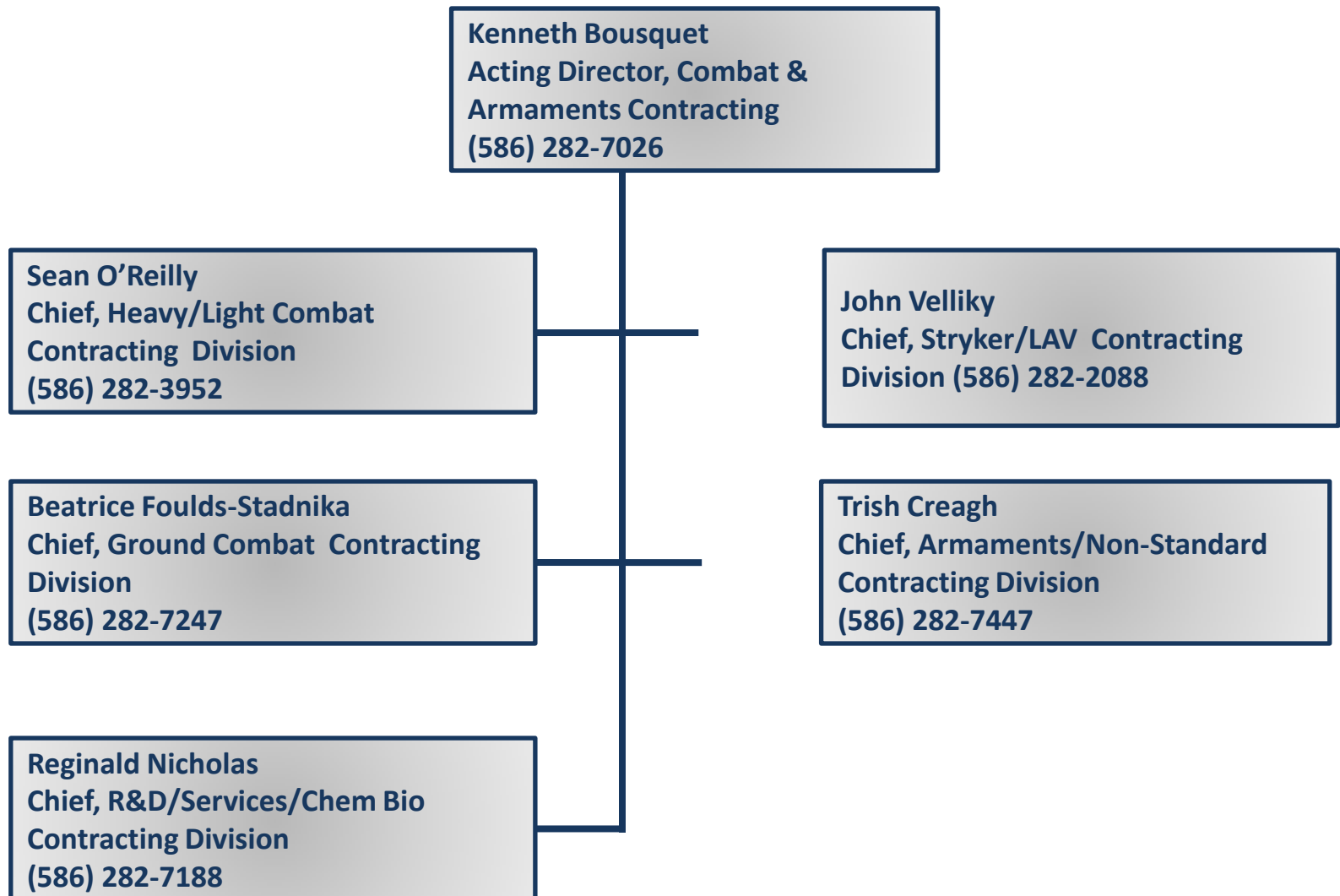


## U.S. Army Contracting Command - Warren



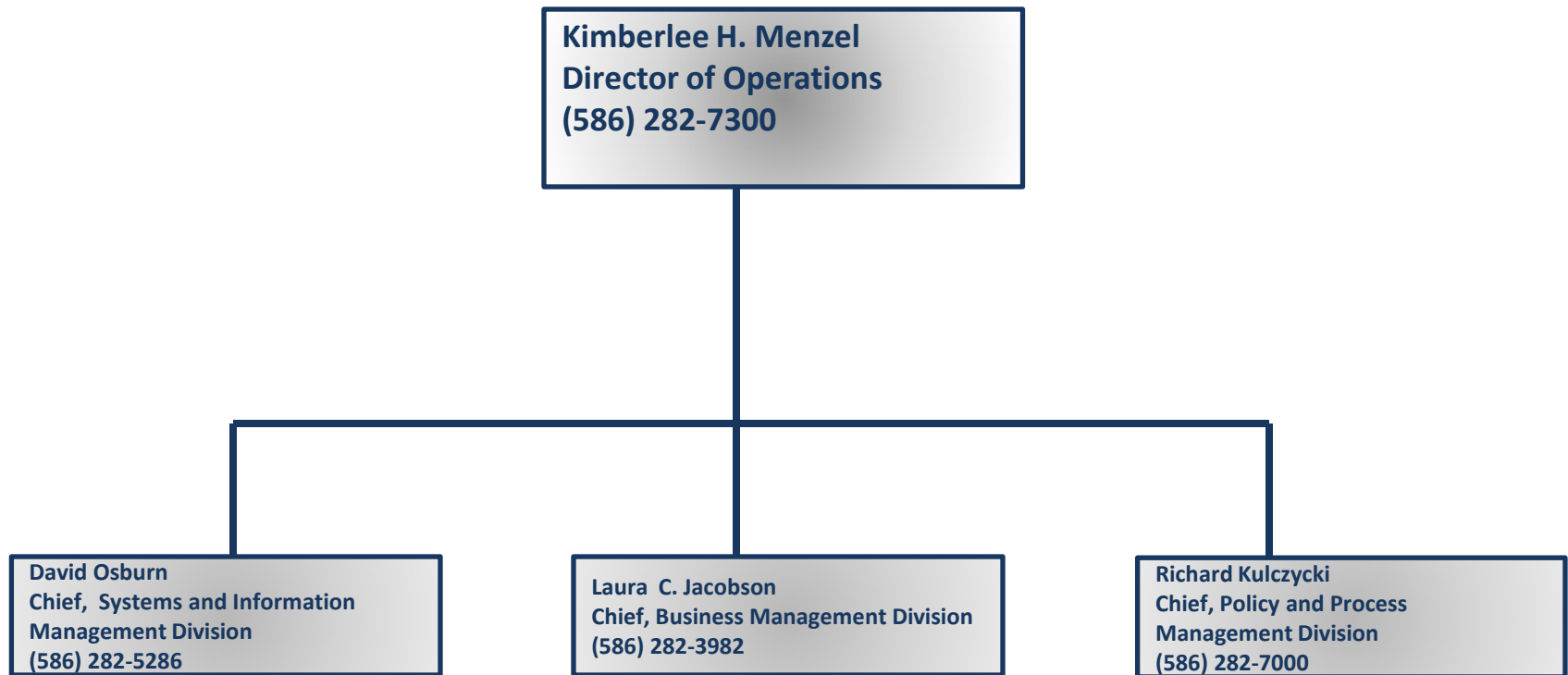


## U.S. Army Contracting Command - Warren



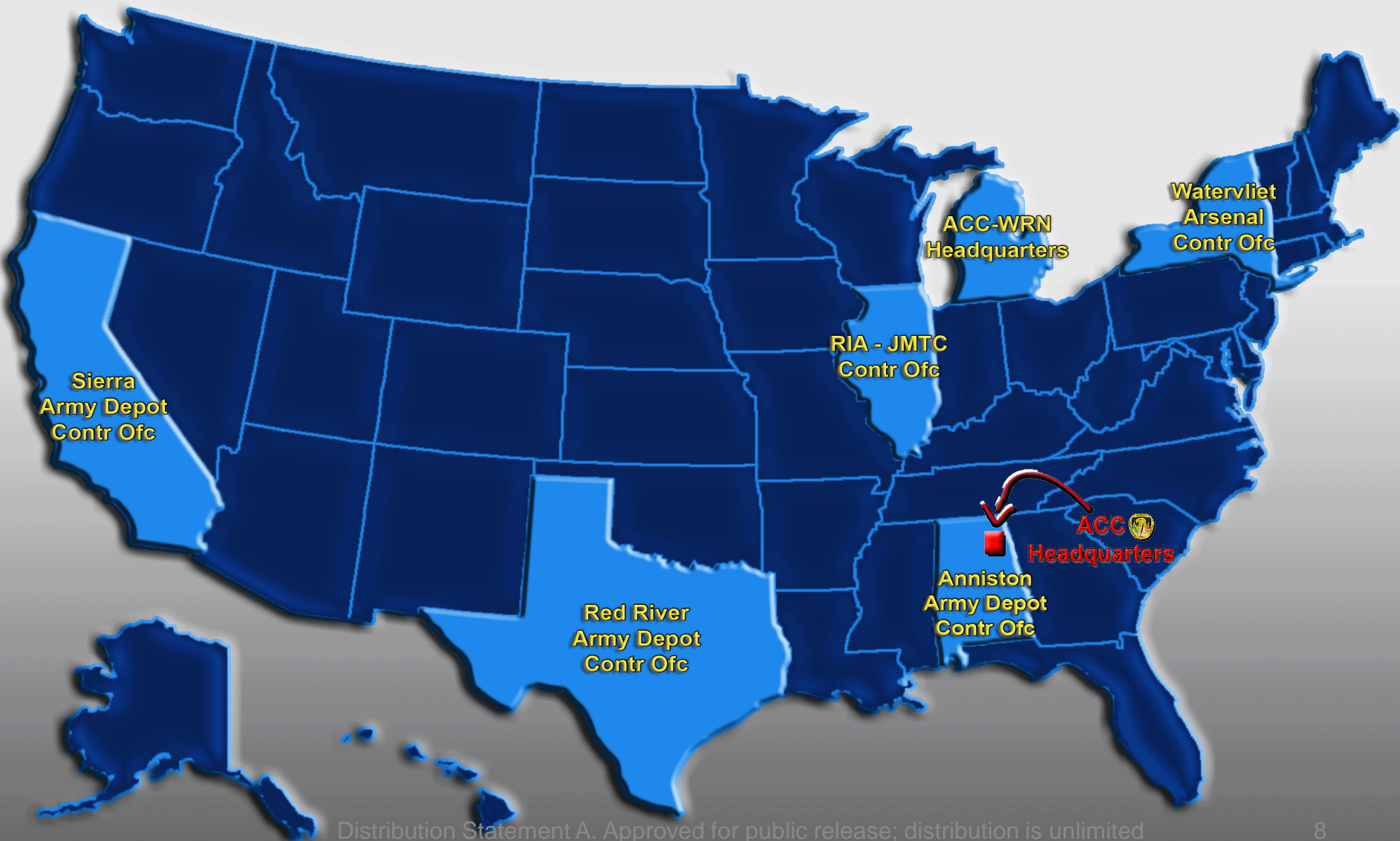


## U.S. Army Contracting Command - Warren





# Army Contracting Command - Warren





UNCLASSIFIED

## **U.S. Army Contracting Command - Warren**

### **We contract for systems, research & development, and services for:**

- Combat and Tactical Vehicles
- Construction and Material Handling Equipment
- Concept and Research & Development Efforts
- Fuel and Water Distribution Systems
- Small Arms & Targetry
- Fire Control Systems
- Chemical Defense Equipment
- Logistics and general support

- Base Operation Support & Depot Maintenance
- Public/private partnerships
- Sets, Kits, Outfits, & Tools
- Army Diving Program
- Sustainment of Non-intrusive Cargo Inspection Systems
- Optics
- MRAP
- Bridging

### **Magnitude**

- ACC-WRN has 857 employees at six geographic locations
- We awarded over 20,947 contract actions and obligated \$16.8B in FY11
- We manage over \$137B in contracts

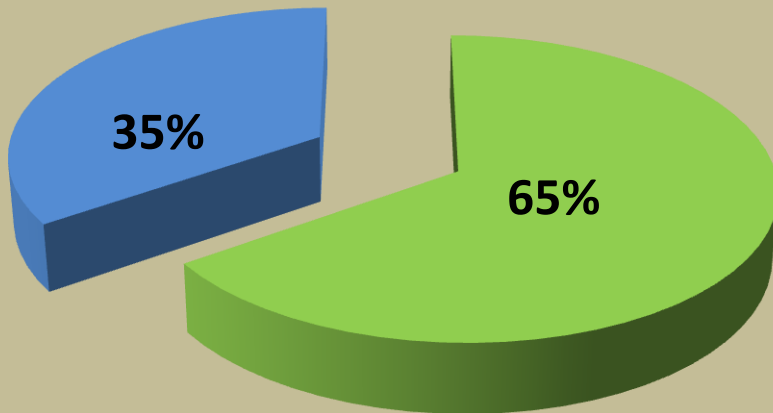
### **Major Customers**

- |  |  |
|--|--|
| <input type="checkbox"/> PEO Ground Combat Support             | <input type="checkbox"/> PEO Ammo                                    |
| <input type="checkbox"/> PEO Combat Spt & Combat Service Spt   | <input type="checkbox"/> RDECOM, TARDEC/ARDEC                        |
| <input type="checkbox"/> PM System of Systems Integration      | <input type="checkbox"/> PM Light Armored Vehicle                    |
| <input type="checkbox"/> Joint PEO Chemical Biological Defense | <input type="checkbox"/> TACOM Integrated Log Spt Center             |
| <input type="checkbox"/> PEO Soldier                           | <input type="checkbox"/> Foreign Military Sales                      |
| <input type="checkbox"/> Installation Mgt Activity             | <input type="checkbox"/> Other Services Marine Corp, Navy, Air Force |

# FY11 Competition Actions and Dollars

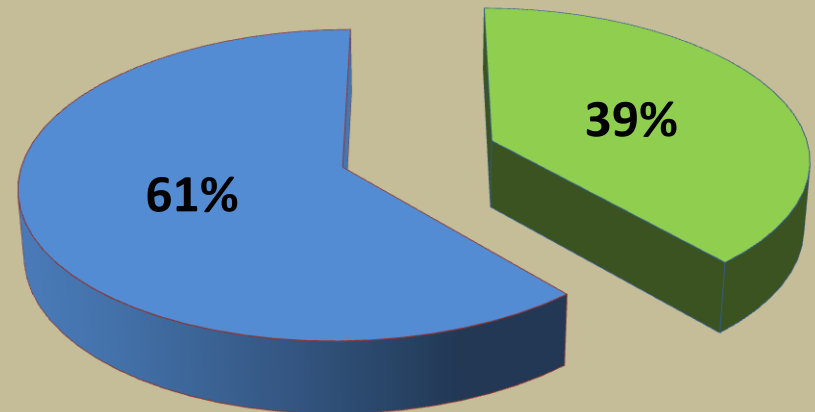
## Actions

- Competed
- Not Competed



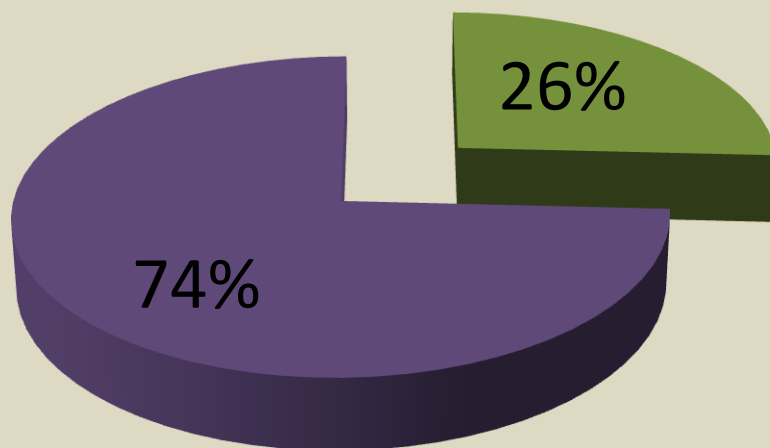
## Dollars

- Competed
- Not Competed



# FY11 TACOM LCMC Contractor Base

**Total Business Base 2,560**



- Large Businesses
- Small Businesses

## Business Breakdown

Large Businesses	660
Small Businesses	1,900
Small Disadvantaged Businesses	240
Woman-Owned Small Businesses	300
HUBZone Small Businesses	100
Service Disabled Veteran-Owned SBs	85
Certified 8(a) Concerns	110

# Top Ten Large Business Contractors

## TACOM LCMC FY11








Contractor	Main Product(s)	FY11 Total
Oshkosh Corp., Oshkosh, WI	FMTV (Family of Medium Tactical Vehicles); M-ATV (MRAP All Terrain Vehicle); FHTV (Family of Heavy Tactical Vehicles)	\$4,221M
AM General LLC, South Bend, IN	HMMWV; Armored Troop Enclosure for Fielded HMMWVs	\$1,383M
GM-GDLS Defense Group LLC Sterling Heights, MI	Stryker Family of Vehicles	\$1,246M
Boeing Co., St. Louis, MO	FCS (Future Combat Systems) E-IBCT (Early-Infantry Brigade Combat Team) Technology Insertion Spin-Outs	\$1,076M
BAE Systems - US Combat Systems York, PA	Reset, Upgrade and Parts Support for the Bradley, M88, Paladin/FAASV and M113 Family of Vehicles ; MMPV (Medium Mine Protected Vehicle)	\$1,065M
ManTech International Corp. Chantilly, VA	Logistics Sustainment/Support Services for the MRAP Vehicle Family and Route Clearance Equipment	\$549M
Canadian Commercial Corp. Ottawa, Ontario	Light Armored Vehicle	\$535M
Science Applications Int'l Corp. San Diego, CA	Joint Logistics Integrator and Operational Readiness Services for the MRAP Joint Program Office	\$443M
RMA Automotive - Global Fleet Sales Southfield, MI	Police, Cargo and Maintenance Trucks for Afghan Security Forces	\$407M
General Dynamics Land Systems Inc. Sterling Heights, MI	Abrams M1A2 SEP (System Enhancement Program) and System Technical Support	\$377M

# Top Ten Small Business Contractors

## TACOM LCMC FY11

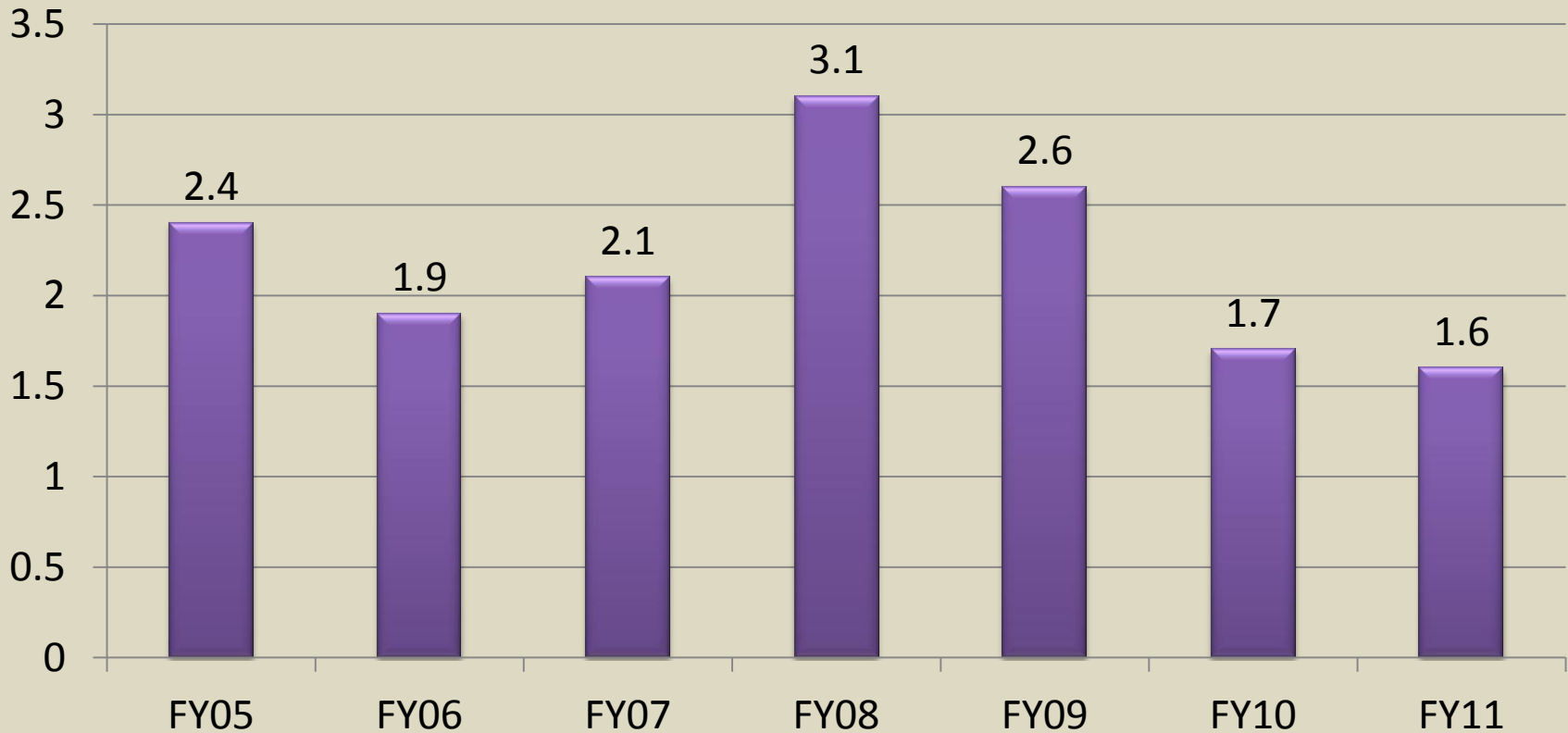
Contractor	Main Product/Service	FY11 Total
Critical Solutions International Inc. Carrollton, TX	VMMD (Vehicle Mounted Mine Detector) System	\$244.9M
Kipper Tool Co., Gainesville, GA	SATS (Standard Automotive Tool Set)	\$89.3M
Mil-Mar Century Corp., Miamisburg, OH	PLS-Compatible "Hippo" Water Tank Rack	\$85.3M
West Electronics Inc., Poplar, MT	FSSP (Fuel System Supply Point)	\$49.2M
PD Systems Inc., Alexandria, VA	Logistics Support Services for PM IEDD/PF-Managed Items	\$48.7M
Globe Trailer Manufacturing Inc. Bradenton, FL	M870A4 Low bed Semitrailer	\$41.2M
Heckler & Koch Defense Inc. Ashburn, VA	M320 Grenade Launcher	\$39.1M
American Science & Engineering Inc. Billerica, MA	Z-Backscatter NIIS (Non-Intrusive Inspection System) Vans	\$35.3M
TJ Fig Inc., Stockton, CA	New Equipment Training Services for the MRAP Vehicle Family	\$34.9M
Porter Manufacturing Corp. Lubbock, TX	Bradley Advanced Survivability Driver Seat	\$26.6M

# FY11 TACOM LCMC Small Business Performance Overview

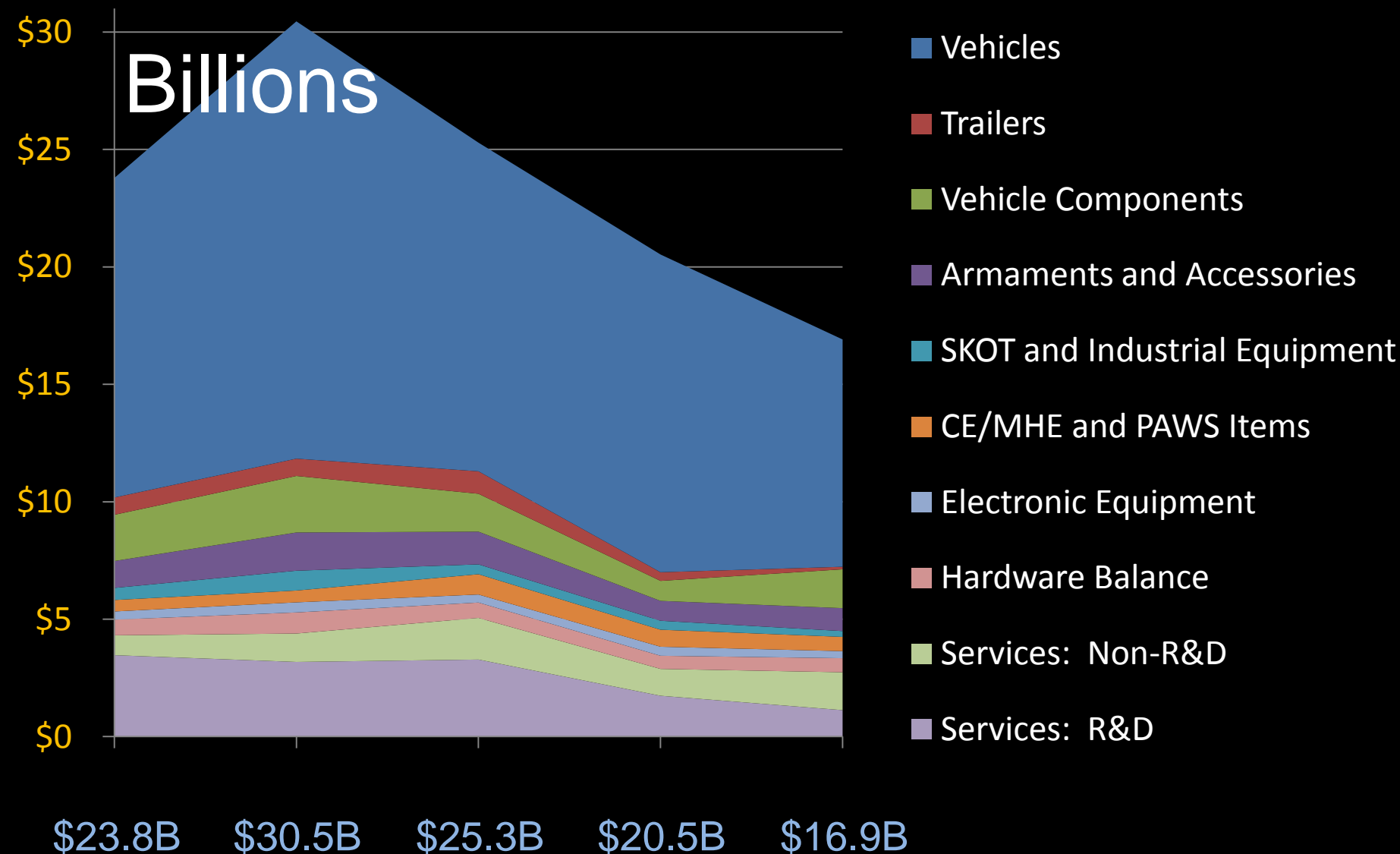
Award Category	FY11 (3 <sup>rd</sup> Qtr) Contract Dollars	Actual Share of Base	AMC- Assigned Goal	Goal Met
Total US Business* Contract Dollar Base	\$13,477,030,367			
Small Business	\$1,455,319,181	10.8%	10.3%	
Small Disadvantaged Business	\$356,044,637	2.6%	2.1%	
Woman-Owned Small Business	\$230,873,819	1.7%	1.5%	
HUBZone Small Business	\$149,870,678	1.1%	1.0%	
Service Disabled Veteran-Owned Small Business	\$42,124,703	0.3%	1.0%	
Total Higher Education Contract Dollar Base	\$13,491,572			
Historically Black College and University/Minority Institution	\$484,163	3.6%	1.0%	
Total US Business* Contract Dollar Base	\$13,477,030,367			
Small Business	\$1,455,319,181	10.8%	10.3%	
* "US Business" encompasses all non-FMS contract actions awarded to domestic, for-profit concerns				

# Annual Small Business Award Dollars FY05-FY11

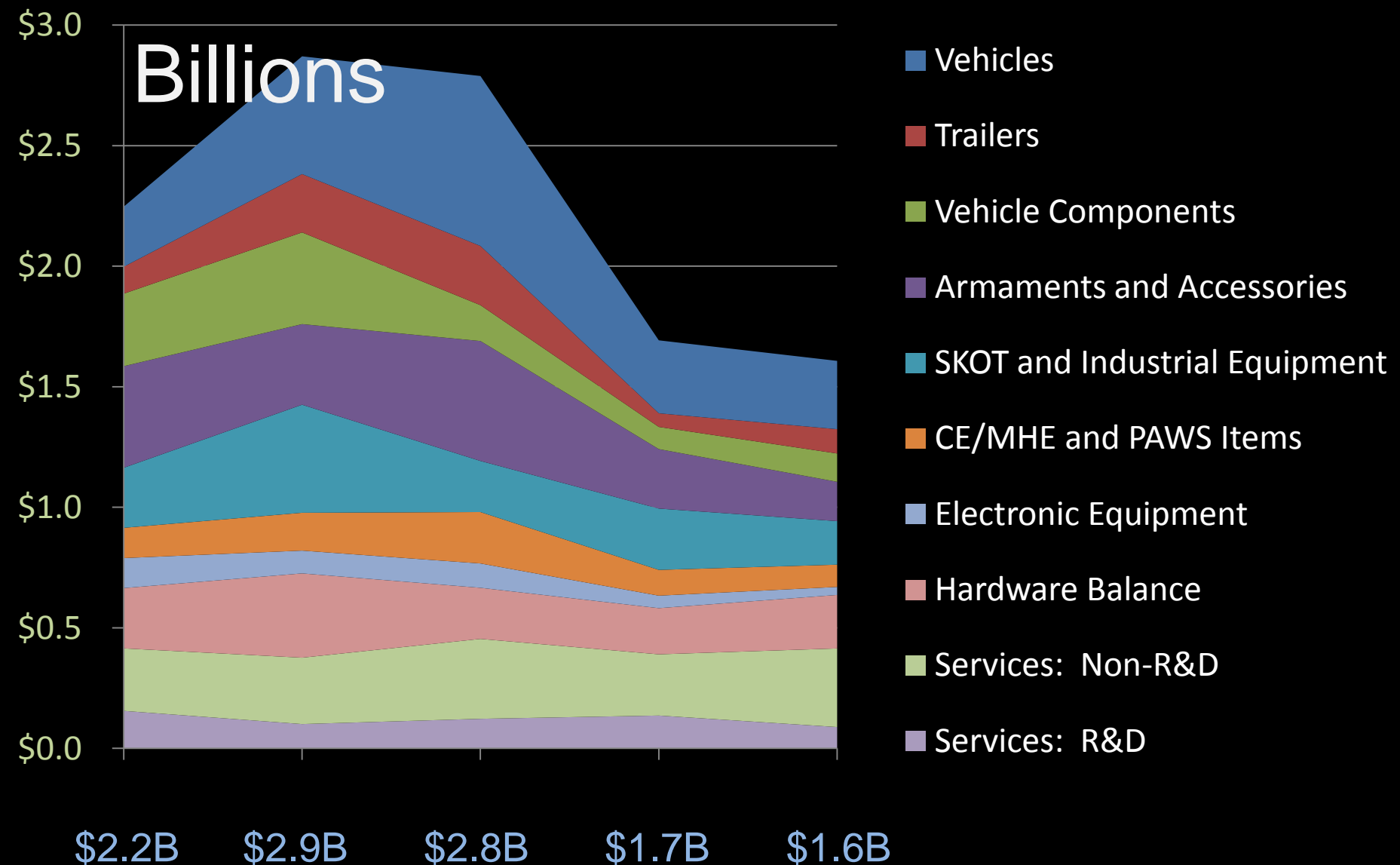
Billion Dollars



# Overall Contracts Dollars by Product/Service Category ACC-Warren, FY07-11



# Small Business Contracts Dollars by Product/Service Category ACC-Warren, FY07-11



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## **TACOM LCMC**

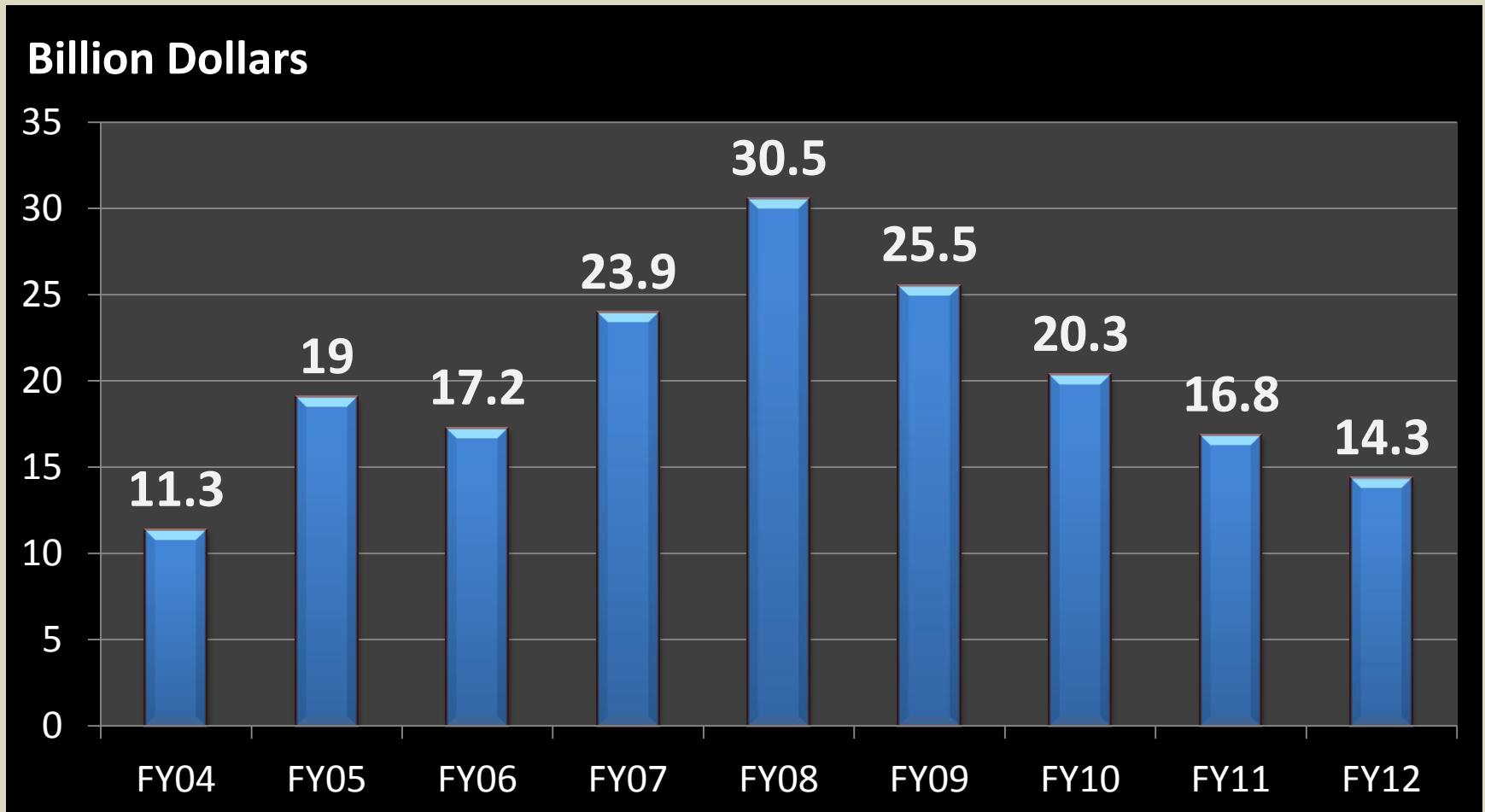
### **Small Business Points of Contact**

Warren	Marie Gapinski/Ron Fiorani	(586) 282-6005/6625
Rock Island	Dana Harris	(309) 782-4837
Anniston	David Bunt	(256) 235-6231
Red River	Don Kennedy	(903) 334-2656
Sierra	Tracy Marino	(530) 827-4831
Watervliet	Beth Myers	(518) 266-4150

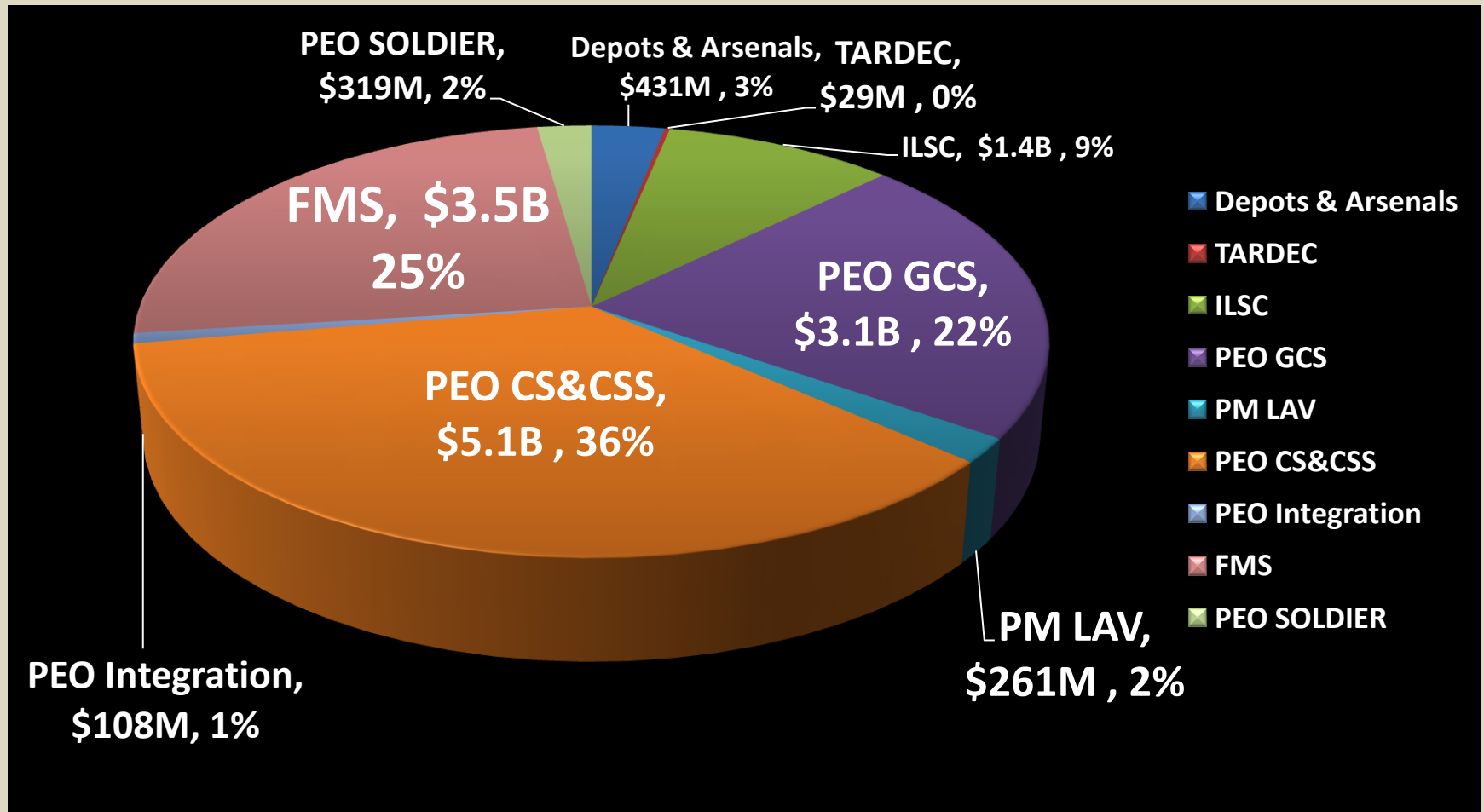
**TACOM LCMC Small Business Homepage**

**<http://contracting.tacom.army.mil/sbo/sbo.htm>**

# Army Contracting Command-Warren Historical and Projected in Billion Dollars



# Army Contracting Command-Warren FY12 Obligation Projections/% of Total Dollars



DLA: \$742M of \$1.4B ILSC

# Doing Business with TACOM LCMC and ACC-WRN

Business opportunities for all ACC-Warren sites are posted on ProcNet

<https://contracting.tacom.army.mil>

- Open and draft solicitations
- Broad Agency Announcements
- Market surveys and “sources sought” synopses
- Notices of Industry Days and Advanced Planning Briefings for Industry (APBI)
- Competition Advocate’s Shopping List (for projected spare parts buys that are currently sole source with little or no technical data)  
[http://contracting.tacom.army.mil/future\\_buys/CASL\\_June2010\\_Update.htm](http://contracting.tacom.army.mil/future_buys/CASL_June2010_Update.htm)
- Advance Procurement Planning List (for projected spare parts buys with competitive level III technical data, but are difficult to procure)  
[http://contracting.tacom.army.mil/future\\_buys/APPL\\_June2010\\_Update.htm](http://contracting.tacom.army.mil/future_buys/APPL_June2010_Update.htm)
- Guides, forms, and links to the Office of Small Business Programs and Competition Advocate’s Office



# PROCNET

ACC - Warren Procurement Network



## Army Contracting Command - Warren

- Anniston
- JMTC-Rock Island Arsenal
- Red River
- Rock Island
- Sierra
- Warren
- Watervliet

## Other Opportunities

- Army Single Face to Industry
- FedBizOpps

## Other Links

- Mission & Vision
- Army Contracting Command Home Page
- Competition Advocate's Shopping List / Annual Planning Briefing to Industry (APBI)
- TACOM Small Business Office
- TACOM Home Page

## Site Information

- Accessibility
- Contact Us
- Freedom of Information Act
- Privacy & Security Notice



*Superior Contracting Supporting Our Warfighters*

<http://contracting.tacom.army.mil/>

# Contractor Business Opportunities

- ProcNet
  - Receive notices of new solicitations and amendments posted to ProcNet daily  
<http://contracting.tacom.army.mil/vendreg.cfm>  
**\*Limited to TACOM LCMC requirements/solicitations, etc.**
- Army Single Face to Industry (ASFI)
  - Receive notices of solicitations based on location and North American Industrial Code (NAICS)  
[https://acquisition.army.mil/asfi/vendor\\_subscription\\_service.cfm](https://acquisition.army.mil/asfi/vendor_subscription_service.cfm)  
**\*Contains Army requirements/solicitations, etc.**

# Submitting an Offer

Contractors may submit offers/quotations electronically via Army Single Face to Industry (ASFI) On-Line Bid Response System (BRS)\*

- ProcNet instructions:

<http://contracting.tacom.army.mil/acqinfo/ebidnotice.htm>

- ASFI BRS Vendor Guide:

[https://acquisition.army.mil/asfi/BRS\\_guide.doc](https://acquisition.army.mil/asfi/BRS_guide.doc)

# Submitting an Offer (continued)

- From ProcNet, Open Solicitation Web page, Submit offer button links to the ASFI Bid Response System Web site
- From ASFI “Solicitation View” use the Start Bid button
- Or access the Bid Response System at URL <https://acquisition.army.mil/asfi/> , select Contracting Opportunities Search
  - To view all ACC-WRN solicitations enter W56HZV% in the solicitation number field.

# Other Sources of Business Opportunities and Assistance

Federal Business Opportunities (FBO)

<https://www.fbo.gov>

TACOM LCMC Office of Small Business Programs

<http://contracting.tacom.army.mil/sbo/sbo.htm>

TACOM LCMC Competition Advocate & Ombudsman

<http://contracting.tacom.army.mil/compmgt/competition.htm>

TACOM LCMC Summary of Estimated Future Buys

[http://contracting.tacom.army.mil/future\\_buys/future\\_buys.htm](http://contracting.tacom.army.mil/future_buys/future_buys.htm)

# ACC-WRN Perspective

## Mission

- Budgets are declining but are still significant
- As dollars decrease, there will not be an equal decrease in workload
- FMS Focus/Contracting support to Afghanistan remains a priority
- Continued competition among programs for critical resources
- Shift in focus from effectiveness to efficiency
- BRAC Status-Completed

# ACC-WRN Perspective

## Contracting

- Increased Competition
- Shorter Contracts
- Fewer Time & Materials Contracts
- Fewer Awards of Ceiling Price/ Undefined Contractual Actions
- Customary Progress payments
- Emphasis on cost and pricing data, both certified and other

# Recommendations

- Become educated about the unique aspects of the defense industry, such as the laws and regulations that govern it, and the processes used
- Anticipate a fast paced, changing environment, and organize your business processes to respond to these conditions
- Perform as promised
- Provide Value